



MAINE MANUFACTURING EXTENSION PARTNERSHIP (MAINE MEP)

The Maine Manufacturing Extension Partnership (Maine MEP) is able to leverage a vast array of public and private resources and services that are available to every manufacturing enterprise in Maine. The nationwide system of MEP centers is linked through the U.S. Department of Commerce - National Institute of Standards and Technology's Manufacturing Extension Partnership (NIST MEP), with the common goal to strengthen the global competitiveness of U.S. manufacturers.

The challenge for manufacturers today is satisfying escalating customer expectations in an increasingly volatile and competitive global market while also maintaining satisfactory profit margins. With technological change happening so rapidly many small and medium manufacturing enterprises (SMEs) find it difficult to keep pace with those demands. Maine MEP provides affordable, innovative solutions to these problems. Maine MEP will assist your organization in a transformation from traditional to world-class manufacturer. The MEP Center's experienced project managers will work with companies to identify conditions that may impede a company's ability to become more efficient, competitive and prosperous. Maine MEP can assist in providing the resources to help maximize profit. In working side by side with leadership, the Maine MEP becomes a partner for success.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2020



\$83.6 Million

Total Increased/Retained Sales



969

Total Increased/Retained Jobs



\$20.7 Million

New Client Investments



\$23.4 Million

Cost Savings

CONTACT US



87 Winthrop Street
Augusta, ME 04330-5554



(207) 623-0680



www.mainemep.org



contact@mainemep.org

MAINEMEP 

MAINE MEP SELECTS STEEL-PRO AS MAINE'S MANUFACTURER OF THE YEAR FOR 2019

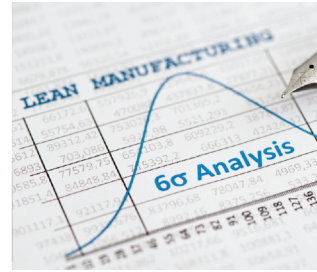
ABOUT STEEL-PRO INC. Located on the shores of Rockland Harbor, Maine, Steel-Pro is a 52-person custom manufacturer of ASME code pressure vessels, biopharmaceutical equipment, vacuum chambers, storage tanks and other custom-designed equipment. The quality and craftsmanship required to be a player in this industry is at the pinnacle of welding and fabrication. Steel-Pro employees continually reach or exceed requirements. Steel-Pro was founded in 1978 and generously converted to an employee-owned company in 2014.

THE CHALLENGE. Steel-Pro reached out to Maine MEP, part of the MEP National Network™, for help retaining their largest customer. The customer, a large manufacturer of biopharmaceuticals, had set some very aggressive goals around cost reduction and therefore lower pricing. The customer has a long history of implementing Lean Manufacturing at their suppliers and offered to send their consultants in to do the work with Steel-Pro. Maine MEP was chosen to complete this implementation along with a simultaneous ISO 9001 implementation.

MEP CENTER'S ROLE. A recently facilitated Material Flow Kaizen was but one of many that Steel-Pro has completed with Maine MEP. After initial implementation, Steel-Pro Facilitators and Internal Auditors have sustained the work over the past 5 years. Maine MEP is primarily supporting their internal capability at this time with recent events such as Kaizen/VSM Refresher, Root Cause Analysis Training and Toyota Kata for Daily Improvement instruction. Maine MEP is very pleased to have been called upon for 14 training events at Steel-Pro and looks forward to working closely with them in the future.

"All Steel-Pro employees work very hard every day against many challenges. It's nice to have these efforts recognized with the 2019 Manufacturer of the Year award. Maine MEP understood our needs to gain production efficiency while simultaneously implementing an ISO Quality Management System. The immediate goal was to retain our largest customer. The combined efforts of Maine MEP and Steel-Pro actually resulted in growing that account!"

-Steve Ladd, President



RESULTS



\$5,000,000 in new or retained sales



25 new or retained jobs



\$150,000 in new investment



\$250,000 in cost savings

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